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ABSTRACT

A study was conducted to assess the job prospects and personnel requirements of business, industry, and service agencies in Labette and Cherokee Counties (Kansas). Data were obtained from the 65 employers who replied to a survey mailed to a selected sample of 135 companies and organizations that represent a nonretail cross-section of the two counties. Some of the results of the study were as follows: (1) companies located in Cherokee County anticipated a 7 percent increase in number of employees by May 1989, and an 11 percent increase by May 1991; (2) companies located in Labette County anticipated a 4 percent increase in employees by May 1989, and a 10 percent increase by May 1991; (3) employers in Cherokee County reported an average of 14 percent turnover in employees, while the average turnover in Labette County was 20 percent; (4) about one-third of the respondents classified the business climate in their area as poor, while another one-third found the business climate to be good to excellent; and (5) overall, the business climate for the area was found to be average to good. Employers offered suggestions for business-school cooperation and economic development to provide the personnel and jobs the counties need for the future. The survey form is included, as well as a list of participating companies. (KC)

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BUSINESS AND INDUSTRY EMPLOYER REQUIREMENTS AND JOB PROSPECTS FOR LABETTE AND CHEROKEE COUNTIES

By

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Institutional Research and Planning
Parsons, Kansas

May 1988

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Employer Survey Results

Introduction:

This report assesses the job prospects and manpower requirements of Labette and Cherokee counties area business, industry and service agencies. The data were obtained from a mailed survey to a selected sample of industries and organizations that represent a nonretail cross-section of the two counties. The purpose for the survey was to collect pertinent data that could be used for economic development, grant proposal documentation and development of other surveys.

Sample:

The survey was administered to 135 companies and organizations in Labette and Cherokee counties. There were twenty (20) companies that moved out of the area or went out of business. Of the remaining 115 surveys, 68 were returned with 65 containing valid information. Thus the survey had a 59.1% response.

SURVEY OF EMPLOYER REQUIREMENTS

LABETTE COMMUNITY COLLEGE
Survey of Employer Requirements
Parsons, Kansas

Date of Survey:_____

Name of Company:_____

Address of Company: _____

_____

Telephone Number: _____

Survey Completed by:_____

Position: _____

Employer Information:

I. Number of Employees

How many full-time employees do you employ at the present time?

How many part-time employees do you employ at the present time?

How many full-time employees do you plan to employ in the next 6 to 12 months?

How many full-time employees do you plan to employ in the next three years?

What is your estimate turnover rate per year?

II. Residence of Employees

What percentage of your employees reside in the following areas? Give approximate percentages.

Parsons	_____	Labette County	_____
Cherokee County	_____	Crawford County	_____
Neosho County	_____	Other Counties	_____
Out of State	_____		

III. Type of Jobs

Which job categories in your business are being used at the present time and will be in demand in the next 24 months? Enter the approximate number of employees that you employ at the present time and plan to employ in the future. Also, enter the entry wage level (per hour).

	NOW	FUTURE	ENTRY WAGE LEVEL
A. Mechanics			
1. Gasoline	_____	_____	_____
2. Diesel	_____	_____	_____
3. Diagnostic	_____	_____	_____
4. Other:_____	_____	_____	_____
B. Operatives			
1. Equipment operators	_____	_____	_____
2. Assembly Line Workers	_____	_____	_____
3. Production Workers	_____	_____	_____
4. General Laborers	_____	_____	_____
5. Other:_____	_____	_____	_____
C. Office/Clerical			
1. Secretaries	_____	_____	_____
2. Bookkeepers	_____	_____	_____
3. Clerks	_____	_____	_____
4. Tellers	_____	_____	_____
5. Other:_____	_____	_____	_____
D. Technicians			
1. Electronic	_____	_____	_____
2. Drafting	_____	_____	_____
3. Equipment Repair	_____	_____	_____
4. Heating/Cooling	_____	_____	_____
5. Welders	_____	_____	_____
6. Tool & Die	_____	_____	_____
7. Machinist	_____	_____	_____
8. Other:_____	_____	_____	_____
E. Computer Personnel			
1. Operators (data entry)	_____	_____	_____
2. Programmers	_____	_____	_____
3. Analysts	_____	_____	_____
4. Other:_____	_____	_____	_____

	NOW	FUTURE	ENTRY WAGE LEVEL
F. Allied Health Care			
1. Nurses	_____	_____	_____
2. Radiographers	_____	_____	_____
3. Respiratory Care	_____	_____	_____
4. Mental Health Tech	_____	_____	_____
5. Clinical Lab Tech	_____	_____	_____
6. Other:_____	_____	_____	_____
G. Sales/Marketing			
1. Salespersons	_____	_____	_____
2. Marketing	_____	_____	_____
3. Buyers	_____	_____	_____
4. Real Estate Sales	_____	_____	_____
5. Insurance	_____	_____	_____
6. Other:_____	_____	_____	_____
H. Advertising/ Public Relations			
1. Customer Service	_____	_____	_____
2. Copy writers	_____	_____	_____
3. Commericial artists	_____	_____	_____
4. Journalist	_____	_____	_____
5. Other:_____	_____	_____	_____
I. Supervisory/Management			
1. Foreman/Supervisors	_____	_____	_____
2. Middle Managers	_____	_____	_____
3. Top Managers	_____	_____	_____
4. Other:_____	_____	_____	_____

Education Information:

I. Which specific skills or educational requirements would help your employees the most?

___ 1. Basic reading, writing and math skills

___ 2. Communications skills

___ 3. General education and knowledge

___ 4. Computer related skills

___ 5. Interpersonal skills

___ 6. Problem solving and analytical skills

___ 7. Job specific or related technical skills
Please list the skills:

_____
_____
_____
_____
_____

II. What specific way could Labette Community College be helpful in meeting your training and educational needs for your business?

_____
_____
_____
_____
_____
_____

III. In order for your company to experience growth and expansion, what specific skills do you seek.

_____
_____
_____
_____
_____
_____
_____
_____

Industrial/Business Information

I. What products or supplies does your company produce?

_____
_____
_____
_____
_____
_____
_____

II. What products or supplies does your company require?

_____
_____
_____
_____

III. What is your assessment of the overall business climate in _____?
(Town)

Excellent Average Very Poor
10 9 8 7 6 5 4 3 2 1

What is your assessment of the overall business climate in _____?
(County)

Excellent Average Very Poor
10 9 8 7 6 5 4 3 2 1

What is your assessment of the overall business climate in Southeast Kansas Region?

Excellent Average Very Poor
10 9 8 7 6 5 4 3 2 1

IV. Does your firm plan to be in operation at the present site or nearby site in the next five years?

_____Yes _____No

If not, why?_____
_____
_____

V. What type of assistance do you need in order to expand or to remain at the present site?

_____
_____
_____

VI. Would you be interested in expanding your firm by 1989?

_____Yes _____No

VII. Do you have any special comments or suggestions about the role all organizations involved in economic development should play?

_____
_____
_____
_____

PRESENT AND FUTURE EMPLOYMENT NEEDS

Employer Information

There were 65 companies and agencies that responded to this section of the survey. Fifteen of the companies were located in Cherokee County and fifty companies were located in Labette County. Companies located in Parsons comprised 53.9% of the responses. Oswego, Baxter Springs and Columbus companies each contributed 9.2% of the responses.

All of the companies and agencies reported a full time employment of 5,633 individuals and a part time employment of 376. Cherokee County had 1125 full time and 66 part time employees and Labette County had 4508 full time and 310 part time employees. Companies located in Cherokee County anticipated an increase in the number of employees to 1207 (7.3% increase) by May 1989 and an increase to 1251 (11.2% increase) employees by May 1991. Companies located in Labette County anticipated an increase in the number of employees to 4704 (4.4% increase) by May 1989 and an increase to 4951 employees (9.8% increase) by May 1991. The total anticipated increase in employment for both counties in the short term (one year) was 4.9% and in the long term (three years) was 10.1%.

The employers in Cherokee County reported an average of 14.4% turnover in employees with a range of 1.5% to 30% turnover rate, while Labette County reported an average of 19.69% turnover with a range of 0.33% to 50%. The average turnover rate for both counties was calculated to be 13.5% or 760 employees for the next year.

Residence of Employees

The employees who worked in Cherokee County were found to have the following residences:

Residence	Number	Percent
Parsons	25	2.22%
Labette County	25	2.22%
Cherokee County	632	56.18%
Crawford County	40	3.56%
Other Counties	10	0.89%
Out of State	256	22.76%
No Report	137	12.18%
	1,125	100.00%

The employees who worked in Labette County were found to have the following residences:

Residence	Number	Percent
Parsons	2,247	49.84%
Labette County	1,069	23.71%
Cherokee County	259	5.75%
Neosho County	215	4.77%
Crawford County	340	7.54%
Other Counties	185	4.11%
Out of State	193	4.28%
	4,508	100.00%

The employees who reside outside of Parsons were reported as residence of a given county or out of state. The total percentage of employees who lived in Parsons comprised 40.3% of the total reported workforce in this survey. The next highest reported residence was Labette County with a percentage of 22.65%. Cherokee County has a reported workforce residence of 15.81%. The out of state residence comprised 7.97% of the total reported by the employers.

Type of Jobs

In this section of the survey employers were asked to report the number of present employees in a given job classification at the present time and to estimate the potential number of employees in the next 24 months. The employers were also asked to report the entry wage level for each of the job classifications utilized in their place of business.

The following tables list the total number of jobs at the present time and in the future for Labette County, Cherokee County, and the combined counties. It also states the entry wage level range and average for each job classification.

LABETTE

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Mechanics					
Gasoline	21	21	5.69	11.11	8.42
Diesel	7	7	8.00	8.00	8.00
Diagnostic	5	9	3.50	10.00	6.88
Other:					5.38
Drivers	13	13	.00	.00	
Maintenance	5	2	5.00	5.50	
Sewing Machine/ Repair Machines	4	4	5.00	11.00	
Operatives					
Equipment Operators	134	146	4.25	13.20	6.36
Assembly Line Workers	948	1032	3.35	8.78	5.29
Production Workers	488	677	3.40	8.25	4.75
General Laborers	153	163	3.35	7.50	5.56
Other:					5.85
Other	3	3	.00	.00	
Dietary, House-keeping, Maint.	8	2	5.85	5.85	
Foundry	0	2	6.00	6.00	
Shipping	2	2	5.00	5.00	
Custodian	14	14	5.24	5.24	
Janitor	1	2	3.50	3.50	
Offset Pressman	4	2	6.00	6.00	
Office Clerical					
Secretaries	78	76	3.50	9.27	5.62
Bookkeepers	44	49	4.00	10.45	6.13
Clerks	186	194	3.89	9.96	5.00
Tellers	1	1	.00	.00	.00
Other:					4.56
Other	8	8	.00	.00	
Food Service	28	28	4.00	4.00	
Shipping	2	2	5.00	5.00	
Office Manager	1	1	8.00	8.00	
Receptionist	1	1	5.00	5.00	
Comp./Pre-pres.	23	23	.00	.00	
Typists	5	5	4.25	4.25	

LABETTE (continued)

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Technicians					
Electronic	17	18	5.50	12.11	8.66
Drafting	10	12	6.00	6.38	6.13
Equipment Repair	24	21-2/3	4.50	11.45	7.37
Heating/Cooling	8	10	5.50	11.77	8.41
Welders	62	60	3.85	11.45	6.69
Tool & Die	18	21	6.00	11.69	8.31
Machinist	63	86	5.50	11.48	7.86
Other:					5.50
Quality Control	2	4	6.00	6.00	
Research & Dvlpmnt.	3	3	6.00	6.00	
Camera & Stripping	1	1	5.00	5.00	
Computer Personnel					
Operators (data entry)	42	43	4.75	8.75	5.95
Programmers	9	11	5.75	15.00	9.37
Analysts	3	3	10.75	12.97	11.86
Other:					6.25
Typesetters	3	1	4.50	4.50	
Network Adm.	1	1	8.00	8.00	
Allied Health Care					
Nurses	33	50	6.15	12.35	10.45
Radiographers	1	2	7.71	7.97	7.84
Respiratory Care	0	0	.00	.00	.00
Mental Health Tech.	225	220	5.97	6.15	6.06
Clinical Lab. Tech.	2	6	6.60	9.22	7.91
Other:	33	33	5.50	5.50	5.50
Dental Tech.	1	1	.00	.00	
Sales/Marketing					
Salespersons	46	55	4.75	15.38	7.87
Marketing	3	3	12.31	12.31	12.31
Buyers	7	9	6.75	10.27	8.73
Real Estate Sales	0	0	.00	.00	.00
Insurance	4	8	17.95	17.95	17.95
Other:					6.61
Order Writers	4	5	4.75	4.75	
Teachers	132	132	8.46	8.46	

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Advertising/Public Relations					
Customer Service	3	3	4.75	4.75	4.75
Copywriters	0	0	.00	.00	.00
Commercial Artists	3	3	5.00	7.00	6.00
Journalists	0	0	.00	.00	.00
Other:					4.50
Proofreader	1	1	4.50	4.50	
Supervisory/Management					
Foreman/Supervisors	168	167	5.50	16.00	9.30
Middle Managers	76	75	7.18	18.46	12.18
Top Managers	41	44	11.25	25.64	18.34
Other:					11.20
Designer	1	1	12.50	12.50	
Counselor	3	2	9.23	9.23	
President	1	1	.00	.00	
Principals	8	8	.00	.00	

CHEROKEE

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Mechanic					
Gasoline	0	0	.00	.00	.00
Diesel	0	0	.00	.00	.00
Diagnostic	0	0	.00	.00	.00
Other	0	0	.00	.00	.00
Operatives					
Equipment Operators	3	2	3.50	3.50	3.50
Assembly Line Workers	3	8	5.25	5.25	5.25
Production Workers	94	34	3.50	4.33	3.78
General Laborers	23	23	4.33	7.00	6.03
Other:					5.63
Printers	4	4	4.25	4.25	
Truck Drivers	6	6	7.00	7.00	
Office Clerical					
Secretaries	7	8	4.00	6.10	4.87
Bookkeepers	6	7	3.50	6.50	5.27
Clerks	20	20	3.50	9.23	5.74
Tellers	0	0	.00	.00	.00
Other	0	0	.00	.00	.00
Technicians					
Electronic	2	5	7.48	7.48	7.48
Drafting	5	5	6.48	6.48	6.48
Equipment Repair	10	11	6.48	6.48	6.48
Heating/Cooling	0	0	.00	.00	.00
Welders	0	0	.00	.00	.00
Tool & Die	3	6	8.02	9.00	8.51
Machinist	13	12	7.00	8.02	7.51
Other	0	0	.00	.00	.00
Computer Personnel					
Operators (data entry)	6	8	3.35	7.00	6.17
Programmers	0	0	.00	.00	.00
Analysts	2	2	12.92	12.92	12.92
Other	0	0	.00	.00	.00

CHEROKEE (continued)

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Allied Health Care					
Nurses	1	1	9.23	9.23	9.23
Radiographers	0	0	.00	.00	.00
Respiratory Care	0	0	.00	.00	.00
Mental Health Tech.	0	0	.00	.00	.00
Clinical Lab. Tech.	0	0	.00	.00	.00
Other	0	0	.00	.00	.00
Sales/Marketing					
Salespersons	30	32	12.31	17.95	15.13
Marketing	8	8	15.38	15.38	15.38
Buyers	7	8	10.77	10.77	10.77
Real Estate Sales	0	0	.00	.00	.00
Insurance	0	0	.00	.00	.00
Other	0	0	.00	.00	.00
Advertising/Public Relations					
Customer Service	10	13	.00	.00	.00
Copywriters	0	0	.00	.00	.00
Commercial Artists	1-1/2	1-1/2	.00	.00	.00
Journalists	3	3	.00	.00	.00
Other:					.00
West Coast Rep.	1	1	.00	.00	
Agency in Chicago	1	1	.00	.00	
Supervisory/Management					
Foreman/Supervisors	30	27	9.23	12.92	11.41
Middle Managers	28	24	7.70	14.46	11.65
Top Managers	22	16	8.97	20.51	14.91
Other	0	0	.00	.00	.00

COMPOSITE
LABETTE AND CHEROKEE

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Mechanics					
Gasoline	21	21	5.69	11.11	8.42
Diesel	7	7	8.00	8.00	8.00
Diagnostic	5	9	3.50	10.00	6.88
Other:					5.38
Drivers	13	13	.00	.00	
Maintenance	5	2	5.00	5.50	
Sewing Machine/ Repair Machines	4	4	5.00	11.00	
Operatives					
Equipment Operators	137	148	3.50	13.20	6.36
Assembly Line Workers	951	1040	3.35	8.78	5.29
Production Workers	582	711	3.40	8.25	4.75
General Laborers	176	186	3.35	7.50	5.56
Other:					5.85
Printers	4	4	4.25	4.25	
Truck Drivers	6	6	7.00	7.00	
Other	3	3	.00	.00	
Dietary, Housekeeping, Maintenance	8	2	5.85	5.85	
Foundry	0	2	6.00	6.00	
Shipping	2	2	5.00	5.00	
Custodian	14	14	5.24	5.24	
Janitor	1	2	3.50	3.50	
Offset Pressman	4	2	6.00	6.00	
Office Clerical					
Secretaries	85	84	3.50	9.27	5.62
Bookkeepers	50	56	3.50	10.45	6.13
Clerks	206	214	3.50	9.96	5.00
Tellers	1	1	.00	.00	.00
Other:					4.56
Other	8	8	.00	.00	
Food Service	28	28	4.00	4.00	
Shipping	2	2	5.00	5.00	
Office Manager	1	1	8.00	8.00	
Receptionist	1	1	5.00	5.00	
Comp./Pre-pres.	23	23	.00	.00	
Typists	5	5	4.25	4.25	

Composite (continued)

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Technicians					
Electronic	19	23	5.50	12.11	8.66
Drafting	15	17	6.00	6.48	6.13
Equipment Repair	34	32-2/3	4.50	11.45	7.37
Heating/Cooling	8	10	5.50	11.77	8.41
Welders	62	60	3.85	11.45	6.69
Tool & Die	21	27	6.00	11.69	8.31
Machinist	76	98	5.50	11.48	7.86
Other:					5.50
Quality Control	2	4	6.00	6.00	
Research & Devlpmnt.	3	3	6.00	6.00	
Camera & Stripping	1	1	5.00	5.00	
Computer Personnel					
Operators (data entry)	48	51	3.35	8.75	5.95
Programmers	9	11	5.75	15.00	9.37
Analysts	5	5	10.75	12.97	11.86
Other:					6.25
Typesetters	3	1	4.50	4.50	
Network Adm.	1	1	8.00	8.00	
Allied Health Care					
Nurses	34	51	6.15	12.35	10.45
Radiographers	1	2	7.71	7.97	7.84
Respiratory Care	0	0	.00	.00	.00
Mental Health Tech.	225	220	5.97	6.15	6.06
Clinical Lab Tech.	2	6	6.60	9.22	7.91
Other:	33	33	5.50	5.50	5.50
Dental Tech.	1	1	.00	.00	
Sales Marketing					
Salesperson	76	87	4.75	17.95	7.87
Marketing	11	11	12.31	15.38	12.31
Buyers	14	17	6.75	10.77	8.73
Real Estate Sales	0	0	.00	.00	.00
Insurance	4	8	17.95	17.95	17.95
Other:					6.61
Order Writers	4	5	4.75	4.75	
Teachers	132	132	8.46	8.46	

Composite (continued)

JOB	NOW	FUTURE	RANGE LOW	RANGE HIGH	AVERAGE
Advertising/Public Relations					
Customer Service	13	16	4.75	4.75	4.75
Copywriters	0	0	.00	.00	.00
Commercial Artists	4-1/2	4-1/2	5.00	7.00	6.00
Journalists	3	3	.00	.00	.00
Other:					4.50
Proofreader	1	1	4.50	4.50	
West Coast Rep.	1	1	.00	.00	
Agency in Chicago	1	1	.00	.00	
Supervisory/Management					
Foreman/Supervisors	198	194	5.50	16.00	9.30
Middle Managers	104	99	7.18	18.46	12.18
Top Managers	63	60	8.97	25.64	18.34
Other:					11.20
Designer	1	1	12.50	12.50	
Counselor	3	2	9.23	9.23	
President	1	1	.00	.00	
Principals	8	8	.00	.00	

BUSINESS CLIMATE RESULTS

Business Climate

Businesses and agencies were asked to assess the overall business climate for their town, their county and the southeast Kansas region. In assessing their town, 34.42% of the respondents found the business climate to be poor to very poor, while 40.99% found the business climate to be good to excellent. The mean response to this question on a Likert Scale of 1 to 10, one being poor and 10 being excellent was 5.19.

In assessing their county, 37.70% of the respondents found the business climate to be poor to very poor, while 32.79% found the business climate to be good to excellent. The mean response to this question on the 1 to 10 Likert Scale was 4.90.

In assessing the southeast Kansas region, 37.70% found the business climate to be poor to very poor, while 36.07% found the business climate to be good to excellent. The mean response to this question on the 1 to 10 Likert Scale was 4.98.

Overall the business climate for the area was determined to be average to good. There was no significant difference between Labette County and Cherokee County in the responses from the respective companies located in these counties. Parsons reported a better business climate than the other towns, but the difference was very small.

Industrial/Business Information

What is your assessment of the overall business climate in your town?

Response	Frequency	Percent
1 (Very Poor)	2	3.28%
2	1	1.64%
3 (Poor)	10	16.39%
4	8	13.11%
5 (Average)	12	24.59%
6	11	18.03%
7 (Good)	5	8.20%
8	7	11.48%
9 (Excellent)	2	3.28%
Total	58	100.00%

What is your assessment of the overall business climate in your county?

Response	Frequency	Percent
1 (Very Poor)	1	1.64%
2	3	4.92%
3 (Poor)	8	13.11%
4	10	18.03%
5 (Average)	16	29.51%
6	12	19.67%
7 (Good)	5	8.20%
8	1	1.64%
9 (Excellent)	2	3.28%
Total	58	100.00%

What is your assessment of the overall business climate in Southeast Kansas region?

Response	Frequency	Percent
1 (Very Poor)	1	1.64%
2	4	6.56%
3 (Poor)	8	13.11%
4	9	14.75%
5 (Average)	13	26.23%
6	11	18.03%
7 (Good)	7	11.48%
8	5	8.20%
9 (Excellent)	0	0.00%
Total	58	100.00%

COMMENTS AND RESPONSES

Survey Results

Education Information:

I. Which specific skills or educational requirements would help your employees the most?

7. Job specific or related technical skills
Please list the skills:

Normal trade - mechanic, pipefitter, electrician, electronics, carpenter, boiler fireman, millwright

Computer skills (4)

Soldering (2)

General mechanical

Printers, composition

Electronics, maintenance

Pressman, printing equipment

Telephone sale

Page layout

Running high tech woodworking machines, saw and tool sharpening and grinding, knowledge of different words, marketing

Tractor-trailer driving skills, forklift operating skills

Materials and processes, foundry techniques, safety

Grammar

Machine operations, cad cams, blueprint/statistics

Mechanical ability/reasoning

Typing (3), typesetting (3), sales ability

Rotary offset press training

Meatcutting, slaughtering

Ceramic mold-making skills

Welding, air conditioning, fiberglass, woodworking

Fiberglass, mold worker

Manual dexterity (3), eyesight

Background on bridgeport, lathe grinder

Printing press operators

Sales, marketing (2)

Current programs adequate

Sheet metal fabrication, heating/cooling, plumbing, carpentry, electrical

Machining (2)

Welding, metalurgy

Our company is ready to produce a non coffee coffee, we will require people that can follow instructions and operate machinery. As our company grows we will require our employees to learn various aspects of the business

Printing/darkroom skills

Sewing

Blueprint reading, salesmanship

Electronic tech. for R & D

Good hand skills, good math skills

Education Information:

II. What specific way could Labette Community College be helpful in meeting your training and educational needs for your business?

Already have programs that we use

At the present time, we have two employees in the extension college night classes - taking classes in salesmanship, speech, accounting principles I. I feel those needs are being filled adequately.

Train sewing operators (2)

At this time, we really do not have any idea

Seminars

More technical trades training

Continue to expand vocational-technical curriculum and by sponsoring seminar and short courses related to our business

Soldering and small assembly dexterity, inter-personal relationships/supervisory skills

Already providing assistance

Grain feed

Work an operator development program with Leon Stout

Training in technical skills for printing press operators

Help existing employees complete education and gain promotions

Possible computer training

Train people to do tooling work and show up for the job

Supervisory training

Computer courses, undergraduate courses for teachers to enhance teaching effectiveness

You have a fine program, we now have two employees enrolled at LCC extension school taking speech, accounting principles I, salesmanship, and human relations

Open to suggestion

Plumbing school

CFC training for sales people

Research and markets sales (wholesale)

First aid classes, safety, any class that an employee could take to further their education

Identify persons with typing skills and other clerical capabilities

Sales and motivational training

Labette currently is meeting most of our needs at Ace, and as we require more Labette has allowed the privilege of creating educational needs

Upgrading quality, independent thinking of education, grammar, professional attitudes

Seminars on OSHA Compliance Standards and Updates, Materials and Processes, Research and Development, Product Testing Methods

Traffic Management courses, truck driver training classes in safety

Tell students you don't start at the top, you have to work your way up, how to get a job and hold on to it

Doing good now

"Commercial" ceramic classes

Math and general educations

"People contact" type training

By providing supervisory skills seminars

Soldering and small assembly dexterity, inter-personal relationships/supervisory skills

Time management, motivational

By offering more classes for the printing industry - specifically typesetting, especially computer typesetting technology

Nothing more than what is being done now

A joint effort to aid and coordinate in the development of in-house training programs for direct labor manufacturing personnel

Education Information:

III. In order for your company to experience growth and expansion, what specific skills do you seek?

Good communication skills. We would like to have reliable, dependable employees who show a real interest in their job

Skilled maintenance personnel with heavy electronics background

Salesmanship

In future, may have need for printing skills

People skills

Would rather train them himself

Training in ceramics, detail minded personnel

Nursing, mental health, most professional positions

Experience in tractor-trailer driving for our drivers including a safe driving record, experience in general clerical duties for office staff, safe and experienced operation of forklifts for dock workers, experience in diesel engines for mechanics

Sewing machine operators (2)

Bookkeeping, marketing, mechanical

Technical skills, machining, welding

Same as currently have

Manual dexterity and trainability (2)

Background, sales oriented, accounted

Keep present courses, look at specialty technical areas related to older population

Basic skills

Adv. skills part-time, computer skills part-time

Personal dynamics, drive, self-motivation, professional attitudes

The new technical skills brought about by the electronic age

Primarily in the area of sales

Basic educational skills

Do not plan to expand

Electronic, fiberglass

Trained personnel

None that I can think of at this time

Electronics only shortfall we have experienced in recent years

People who can relate to customers, people who know products we sell or should handle, pride and communication

General education and knowledge

Economic growth in Parsons

Graduate engineers - mechanical, electrical, industrial; Manufacturing supervisors (skilled foremen); A skilled and dependable supply of direct and indirect labor

Industrial/Business Information:

I. What products or supplies does your company produce?

Service farmers with spreaders, tank

Scales - packaging equipment

Dentures, dental work, bridges

Electricity

Athletic team uniforms

Electric winches, custom machinery, welding and machine work

Wholesale beer distributorship

Aerospace/defense contractor, metal manufacturing and assembly

Wire, sheet metal products

Cable assemblies for communication electronics, sub-assemblies for battery backup/computers, wiring harnesses for comfort features in trucks, cable assemblies and wiring harnesses for government spare parts

Soldering, wiring harnesses

Printed products

Recreational vehicles (2)

Munitions for U.S. services and foreign countries

Fiberglass running boards, fiberglass tops for the van industry, ABS plastic component parts van, R.V. & automotive industry

Meat products

We offer a full line of cabinets (kitchen and bath) and also manufacture countertops (2)

Weekly agricultural newspaper

Automotive parts

Newspaper publications (2)

Displays for jewelry stores

Custom continuous business forms, paper for computers

Telephone service

Process pecan nutmeats

We are a grain elevator. We handle and store grain, manufacture feed, sell fertilizer, chemicals, seed, and general farm supplies (4)

Commercial printing

Tool and die work

Ceramic giftware and decorative accessories, costume jewelry (2)

Mattress and box springs

Makes pellets and cattle cubes, feed mixing

Photography, art, typesetting, color separation, printing, bindery fullfillment

Cast aluminum vent valves for crude oil storage tanks, cast aluminum hatches for crude oil storage tanks

Grade, plan books, printed forms for schools, accu-tab/accu-scan, lunch accounting machine for schools

Aluminum component parts for the RV industry, steel component parts for the steel building industry

Grade lumber (green or air dried), lumber for farm needs, pallets for industry, custom sawing for customers

We produce roasted coffee, which we roast, grind, and package. We also produce a non coffee made from barley

Manufacture shirts and jackets

"Active wear" for children, youth, men and women

(Service oriented business) Delivery of general commodities shipments in five states

Signage, giftware, flooring

Printed forms (business mostly) (3)

Set up paper boxes, folding cartons

Cable assemblies for communication electronics, sub-assemblies for battery backup-computers, wiring harnesses for comfort features in trucks, cable assemblies and wiring harnesses for government spare parts

Fire and control dampers - gravity ventilators

Commercial typesetting and printed products

Commercial/Industrial Combustion System

Industrial/Business Information:

II. What products or supplies does your company require?

Basic office supplies (3), graphic art supplies, photographic film and paper, raw paper products for printing

Steel (7), aluminum (2), hardware insulation

Connectors, terminals, wire (3), cable solder, molding material nylon thread for braider

Recycled paperboard, fine paper, animal glue

Paper products, chemicals for developers and platemakers, aluminum plates film

Chemicals/clay

All wood related items (3)

Maintenance supplies for mechanics, diesel fuel

Knitted fabrics (3), inks (4), braid (2), cartons, thread (2)

Barley, green coffee, boxes, coffee bags, glue, staples, gas, electric, water

Logs, we import 2x4's x 1x4's

Aluminum coil, galvanize sheet

Electronic components, paper supplies

Cut and molded rubber gaskets, fasteners-bolts, nuts, washers, and pins, sealants, silicone

Paper (3), film (2), rubber blanket, rubber rollers, boxes

Foam, lumber, cotton, spring ticking

Carbon, some chemicals

Plastics

Electronic and office supplies

Medical supplies, food, medications, and related supplies, secretarial and paper supplies, craft supplies, athletic equipment, personal supplies (shampoo, razors, etc.), household cleaning supplies

Electrical, plumbing, refrigeration, a/c and heating, and general building materials

Cartons, graphic art supplies, shipping supplies

Printing - plastic assembly

Those that deal with the automotive area, paper, copper, steel

Photoprocessing chemicals, typesetting equipment

Formica, and basic cabinetry hardware (hinges, screws, etc.)

Ceramic paints, brushes, music boxes, etc. (2)

Fiberglass and resin, carpet and transit flooring, transit seats, air conditioners

Meat - beef and pork

ABS plastic sheet, resins, gelcoat, catalyst, acetones, wood products

Too numerous to list

Grain, feed ingredients, raw fertilizer to blend

Electricl, misc. appliances

Printing supplies

Connectors, cable

Grain

Raw metals, hardware (nuts, bolts, etc.)

Electrical supplies

Zippers, trims

Natural gas with oil backup

Plaster, artificial teeth, plastic compounds

Gas, electrical equipment

Equipment parts

Sheet steel, electronic components, motors, motorized control valves, solenoid valves, related electrical components, pumps, pressure regulators, etc.

Industrial/Business Information:

V. What type of assistance do you need in order to expand or to remain at the present site?

More industry

Increased sales or an increase in marketing area

Training in technical area

Training assistance and funding for jobs in new market areas, restructure finances, market research

New product development: small industry lacks the financial means to hire engineers and personnel to have product development, therefore, they lack time and skills to bring ideas to market status

Sales and marketing

Financial assistance

Additional salesmen

Keep quality health and support education a college priority

Tax relief (3)

Financial, personnel, possibly operating space

Better industrial plan/policy! Inequities in city policy

Assistance in finding a small manufacturer that our company could acquire, and help with the establishment of in-house computing

Economic recovery for the midwest

Financial support and opportunity to obtain large contract in meat production

Have adequate facilities

Grant/economic development

Contacts for possible customers (3)

Marketing assistance

Community must experience retail growth before our business can expect growth - in the meantime we will continue to wither

Educated work force, better understanding of financing our business by local bankers. No money, no expanding

Need skilled, hard working people (6)

Low interest money (2)

A skilled workforce - capable of being trained. We are beginning to see the "bottom of the barrel" as it relates to direct labor, the turnover rate is beginning to rise significantly.

Industrial/Business Information:

VII. Do you have any special comments or suggestions about the role all organizations involved in economic development should play?

Cooperation - use and support local business and schools

We have worked with the Labette County Economical Development Committee, and found them very receptive to our needs. They were instrumental in assisting us in our expansion and diversification program

We depend on customers - talk to the companies in the area and see what their needs are

More emphasis on manufacturing

Need place to purchase electrical supplies. Have to buy out of Joplin or Chanute

Work to speed the process of paper flow, once a decision is made

Existing industry should be given as much consideration as new industry

Lack of insight - city commissioners, lack of aggressiveness - local business people

Be as progressive as possible

Help seek financing for expansion, etc.

Hopefully, they can all unite toward the common good (goal)

Economic development is very important to us since we depend on strong existing business to provide our revenue

Students need to be in touch with the real world, not merely the guarded hand-held world of an easy junior college. We do not have time to make people "street smart" after they come to us. The biggest problem our colleges and trade schools have is that they teach how to "go to school", not how to survive in the business world. It is getting worse except at the Ivy league schools, they know what they are doing

We work very close with the local industrial development committees

Utilizing local products on the statewide and nationwide markets

To remain flexible and open rather than bound up in rules, regulations, and formality

Every industry helps the other so the more the merrier

Yes, they should buy their products or services locally if possible, and basically not from outside sales people or mail order houses. The money should stay local

While attempting to attract new industry, current industry is sometimes overlooked

Push for highway improvement in Southeast Kansas to Wichita - Super 2 highway - 4 lane not needed

Further communication between area businesses to open up areas of support for each other in possible customer/supplier roles

City of Parsons needs to develop economic plans for companies coming in and established industries

Feel that the background of any company brought in should be thoroughly investigated before they are given funds and promoted

Efforts should be coordinated to display a united, cohesive, image

Further communication between area businesses to open up areas of support for each other in possible customer/supplier roles

We would have expanded but getting people who truly desire to work is becoming increasing difficult

Find low interest loans for small business. Also report to industry in the area what we manufacture and that they can buy locally competitive prices

As above we need retail growth - small town stores are being hurt by discounters and malls

There are many so called economic development organizations. They should be better coordinated to work together

Work with the existing manufacturers to build a bigger work force. I am not to sure we have that good of people wanting to (work) handle a lot of manufacturers

Need more industry

An effort must be made to bring all of the development potentials (and organizations) together into one common program. One source must be created that will be capable of planning, directing, and implementing all of the activities required to produce the Economic Development process.

CONTRIBUTING BUSINESSES AND AGENCIES

CHEROKEE COUNTY

Name of Company	Address of Company	Town	Telephone	Contact Person
Columbus Daily Advocate	215 S. Kansas	Columbus	429-2773	Jay Lacy
Four State Printing	225 E. Maple	Columbus	429-1449	Del Hall
Farmer's Coop Association	Box 708	Baxter Springs	856-2365	Dan Hefby
Rickel, Inc.	Box 306	Columbus	429-3315	Jim Livingston
Ingersoll Rand	635 W. 12th	Baxter Springs	856-2151	Holly Crane
Farmer's Coop Association	Box 80	Columbus	429-2296	Richard Reynolds
Citizen Publishing Company	Box 657	Baxter Springs	856-2115	J. L. Nichols
Ace Electric	Box 151	Columbus	429-1000	James Casper
Cameo Industries	236 W. Pine	Columbus	429-3000	Dave McKibben
Quality Inter-Connect	Box 368	Galena	783-5087	Ann Turney
King Louie	2700 Military	Baxter Springs	856-2341	Allan Zeller
J & N Printing	110 East 13th	Baxter Springs	856-2420	Jack Greene
File-A-Gem	120 West 11th	Baxter Springs	856-3800	Bob Sirratt
Celltron, Inc.	W. 7th	Galena	783-1333	Glen Bowman
Specialty Tool & Eng.	206 Main Street	Galena	783-5225	

CRAWFORD COUNTY

Name of Company	Address of Company	Town	Telephone	Contact Person
Southwestern Bell Telephone	611 N. Locust	Pittsburg	574-8111	Steve Begshaw

LABETTE COUNTY

Name of Company	Address of Company	Town	Telephone	Contact Person
Superior School Supplies	1803 S. Blvd.	Parsons	421-3190	Jim Leizler
Broderick Company	2400 Broadway	Parsons	421-4070	Herb Adams
Day & Zimmerman	East Main	Parsons	421-7465	Tommey McLarty
Holt Ceramics	Rt. 1, Box 212	Edna	922-7338	Ray Holt
LaForge & Budd Const. Co.	2020 N. 21st St.	Parsons	421-4470	Anita Lawrence
Coons Manufacturing	2300 West Fourth St.	Oswego	795-2191	E. Baumann
Par Forms Corporation	1716 Corning	Parsons	421-0970	Kermit Nelson
J. W. Industries	1108 West 6th	Oswego	795-4421	Shirley Banzet
Sun Graphics	1818 Broadway	Parsons	421-6200	Eugene Rexwinkle
General Service Company	1504 West Fifth	Oswego	795-4631	Randy Irwin
Parsons District Schools	2900 Southern	Parsons	421-5950	Lewis Hevel
Flesh Company	3000 Moran Drive	Parsons	421-6120	Donald Burrow
Slayman Beverage Company	Box 706	Parsons	421-4770	Mike Slayman
Jayco Vent Valve	Rt. 2, Box 268A	Parsons	421-1961	W. D. Garrett
Labette County Medical Center	Box 956	Parsons	421-4880	J. Lilley
Farm Bureau Insurance	Box 230	Altamont	784-5335	Frank Branham
Taylor Products	Rt. 4, Box 296	Parsons	421-5550	
Grandview Products	1601 Superior Drive	Parsons	421-6950	E. F. Zetmeir
Brickworks	Drawer B	Parsons	421-5907	Beverly Anderson
Farm Talk Publishing	Box 601	Parsons	421-9450	Mark Parker
Rhodes Printing	Box 348	Parsons	421-0630	Bob Rhodes
KG&E	Box 209	Parsons	421-0631	Dick Curtis
IMI Business Forms	3000 Moran Drive	Parsons	421-1810	Bill Lawrence
Alexander Mfg. Co.	2029 Grand	Parsons	421-5010	Don Alexander
Ruskin Division	1700 North 21st	Parsons	421-6090	Robert Carey
Labette Co. Coop.		Mound Valley	328-2121	Carter Hosteller
Owens Plumbing & Heating	5021 W. Main	Parsons	421-2840	Dave Hart
Bartlett Coop. Association	Box 309	Oswego	795-2113	Darrel Bump
Sherwood Cabinets	1915 Southern Blvd.	Parsons	421-6021	Ronnie Fleming
Parsons Precision Products	3333 Main	Parsons	421-3400	Bryan Behrens
Dayton Superior	1900 Wilson	Parsons	421-3000	Jim O'Neal
Countryside Beef	Rt. 4	Parsons	421-6580	Rick Neel

LABETTE COUNTY (continued)

Name of Company	Address of Company	Town	Telephone	Contact Person
Ray Products	Box 641	Parsons	421-1510	Steve Ray
Cablevision of Parsons	3028 Main	Parsons	421-2510	Dan Osmus
Hankenson Dental Lab	14C Parsons Plaza	Parsons	421-5130	T. Hankenson
Stine Feeder's Supply	Box 280	Edna	922-3204	Evelyn Stine
Screen Methods	1907 Southern	Parsons	421-1871	Bob Ewing
Korinek Bros. Sawmill	Rt. 1, Box 107	Oswego	795-2823	Art Korinek
City of Parsons	Box 1037	Parsons	421-5500	Richard Combs
Wichita SE Kansas Transit	1801 South 21st St.	Parsons	421-3890	Connie Goodnight
Power-Flame Incorporated	2001 S. 21st Street	Parsons	421-0480	Bill Wiener
Chimes, Inc.	Box 44	Oswego	795-2533	C. F. Taylor
Behavioral Medical Center	400 Katy	Parsons	421-0004	Bruce Naramore
Parsons State Hospital	2601 Gabriel	Parsons	421-6550	Michael Forbes
Terra International	Rt. 3, Box 256	Parsons	421-5110	Robin Lynch
Edna Mattress	Box 36	Edna	922-3440	Bob O'Brien
Carden Pecan Company	Rt. 1, Box 156A	Chetopa	597-2665	
Custom Metal Products	508 South 3rd	Chetopa	236-7201	Shirley Banzet
Arnholz Coffee Company	Rt. 1, Box 35	Chetopa	236-7386	Nash Moreno